



# Commission Schedule 2021

Carrier	Personal Lines		
	Coverage	New	Renewal
<b>The Hartford</b>	Auto/Umbrella (12 month policies)	10%	8%
	Auto/Umbrella (6 month policies)	8%	8%
	Auto/Umbrella Essential	8%	6%
	Youthful Auto	6%	6%
	Home/Renters/Condo with Auto	10%	8%
	Home/Renters/Condo monoline	8%	5%
	Old Dwelling Fire Product	N/A	2%
	New Dwelling Fire Product	8%	5%
	Inland Marine	6%	6%
	Flood	10%	10%
	Excess Flood through NFS Edge	up to 8%	up to 8%
	Earthquake	3%	3%
	<b>Travelers</b>	Auto	8%
Umbrella		5%	5%
Home with Auto w/o EQ		10%	8%
Home with Auto with EQ		8%	8%
Home monoline including Renters		5%	5%
New Dwelling Fire Product		7%	7%
Old Dwelling Fire Product		N/A	5%
EQ Endorsement		3%	3%
<b>Safeco*</b>	Auto	9%	7%
	Youthful Auto (Unmarried under 25)	4%	4%
	Essential Auto NV	7%	5%
	Umbrella	9%	8%
	New Quality Plus or Optimum Home with Auto	10%	8%
	New Quality Plus or Optimum Home w/o Auto	9%	6%
	Essential Home	10%	5%
	Renters/Condos	6%	6%
	Dwelling Fire with Auto	8%	8%
	Dwelling Fire without Auto	8%	5%
	Specialty incl. Classic Car, Motorhome, Travel Trailer	10%	6%
	Snowmobiles/Golf Carts	6%	6%
	Watercraft	10%	10%
	Pet Insurance	7%	3%
	Earthquake	5%	5%

Carrier	Personal Lines		
	Coverage	New	Renewal
<b>Nationwide</b>	Auto	10%	7%
	Home	10%	7%
	Umbrella	10%	7%
	Dwelling Fire	8%	5%
	Inland Marine	10%	7%
<b>Stillwater</b>	Auto	10%	7%
	Home	10%	10%
	Dwelling Fire	10%	10%
	Earthquake	5%	5%
	Umbrella	10%	5%
<b>Kemper Specialty</b>	Non-standard Auto	8%	6%
	Boat	10%	10%
<b>Aegis</b>	Home/Dwelling Fire	10%	8%
	Motorcycle/Earthquake	10%	8%
	DIC New Product	10%	8%
	Brush Designation	8%	7%
<b>Hagerty</b>	All lines	8-10%	7%
<b>American Modern</b>	All lines	10%	8%
	Brokered to WIAA	5%	5%
<b>Bamboo</b>	All lines	10%	10%
<b>Foremost</b>	All lines	N/A	8%
<b>Kemper Preferred</b>	All lines	N/A	6%

WIAA Insurance Services is licensed in CA, NV, AZ, NM, CO, OR, WA, TX.  
 Programs vary by state. Please call for more information.

\* Safeco Gold Cross Sell policies receive no commission for the first year. Customers with prior Safeco policies are paid at the renewal rate.



# Commission Schedule 2021

Carrier	Commercial Lines		
	Coverage	New	Renewal
<b>The Hartford</b>	BOP	12%	9%
	BOP * (class specific, see below)	10%	7.5%
	Commercial Auto	10%	9%
	Umbrella	10%	9%
	Inland Marine	9%	9%
	Workers' Compensation	8%	5%
	Workers' Compensation * (class specific)	4%	3%
	Management Liability	12%	12%
	Property, Crime, GL, Umbrella not on Spectrum	9%	9%
	Bonds	20%	20%
	Technology E&O and Misc Professional Liability	12%	9%
	Flood	10%	10%
<b>Travelers</b>	BOP	10%	9%
	Commercial Auto	10%	9%
	Umbrella	10%	9%
	Inland Marine	10%	9%
	Workers' Compensation	8%	5%
	D&O and EPLI	12%	12%
<b>Liberty Mutual</b>	Commercial Protector® BOP	9%	9%
	Commercial Auto	9%	9%
	Farm/Ranch	9%	9%
	(Artisan) Contractors' GL	9%	9%
	Inland Marine	9%	9%
	Umbrella	9%	9%
	Workers' Compensation	5%	5%
<b>AmTrust</b>	BOP	14%	9%
	Workers' Compensation	8%	7%
	Commercial Auto	7%	7%
<b>Nationwide</b>	BOP	10%	10%
	Commercial Auto	10%	10%
	Agribusiness/Farm	10%	10%
	General Liability	10%	10%
	Commercial Property	10%	10%
<b>Tokio Marine</b>	Artisan Contractor General Liability	10%	9%
	Bonds	15%	10%

Carrier	Workers' Comp -- Monoline		
	Coverage	New	Renewal
<b>BHHC</b>	Workers' Comp -- Monoline	5 - 10%	5 - 10%
<b>EMPLOYERS</b>	Workers' Comp -- Monoline	8%	7%
<b>Preferred Employers</b>	Workers' Comp - Monoline	8%	7%
<b>Applied Underwriters</b>	Workers' Comp - Monoline	7 - 10%	7 - 10%
<b>ICW Group</b>	Workers' Comp - Monoline	10%	10%

NOTES: Commission on large accounts subject to carrier approval and may change from above percentage.

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(\*) Hartford BOP classes: Construction, Auto Services, Real Estate, Restaurants and Printing & Industries. Workers' Comp classes: Construction incl. Plumbers, Electrical Wiring, Quick Lube Service, Manufacturing, Real Estate, Restaurants, Wholesale, and Printing & Publishing. Ask UW for full list.

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